SERVICES FOR ABORIGINAL BUSINESSES

DECEMBER 2004

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INTRODUCTION: A WEALTH OF SERVICES

If you plan to start or expand a commercial business — large or small — or if you work in Aboriginal business development, a wealth of services is available. This reference publication lists a wide range of programs and initiatives offered by the Government of Canada that can assist Aboriginal entrepreneurs and community ventures.

Aboriginal business forms an important and rapidly growing segment of Canada's economy. Today, more than 27 000 Aboriginal entrepreneurs create business and employment opportunities for Aboriginal and non-Aboriginal people alike. A national network of Aboriginal financial institutions provides loans and financial services. Government agencies and private sector organizations operate a variety of programs, services and initiatives that offer direct support and improve the business climate for Aboriginal firms. Working in partnership with Aboriginal people and others, the Government of Canada is building on successes already achieved to encourage entrepreneurship development and greater economic opportunity for all Aboriginal peoples.

How to Use This Reference Publication

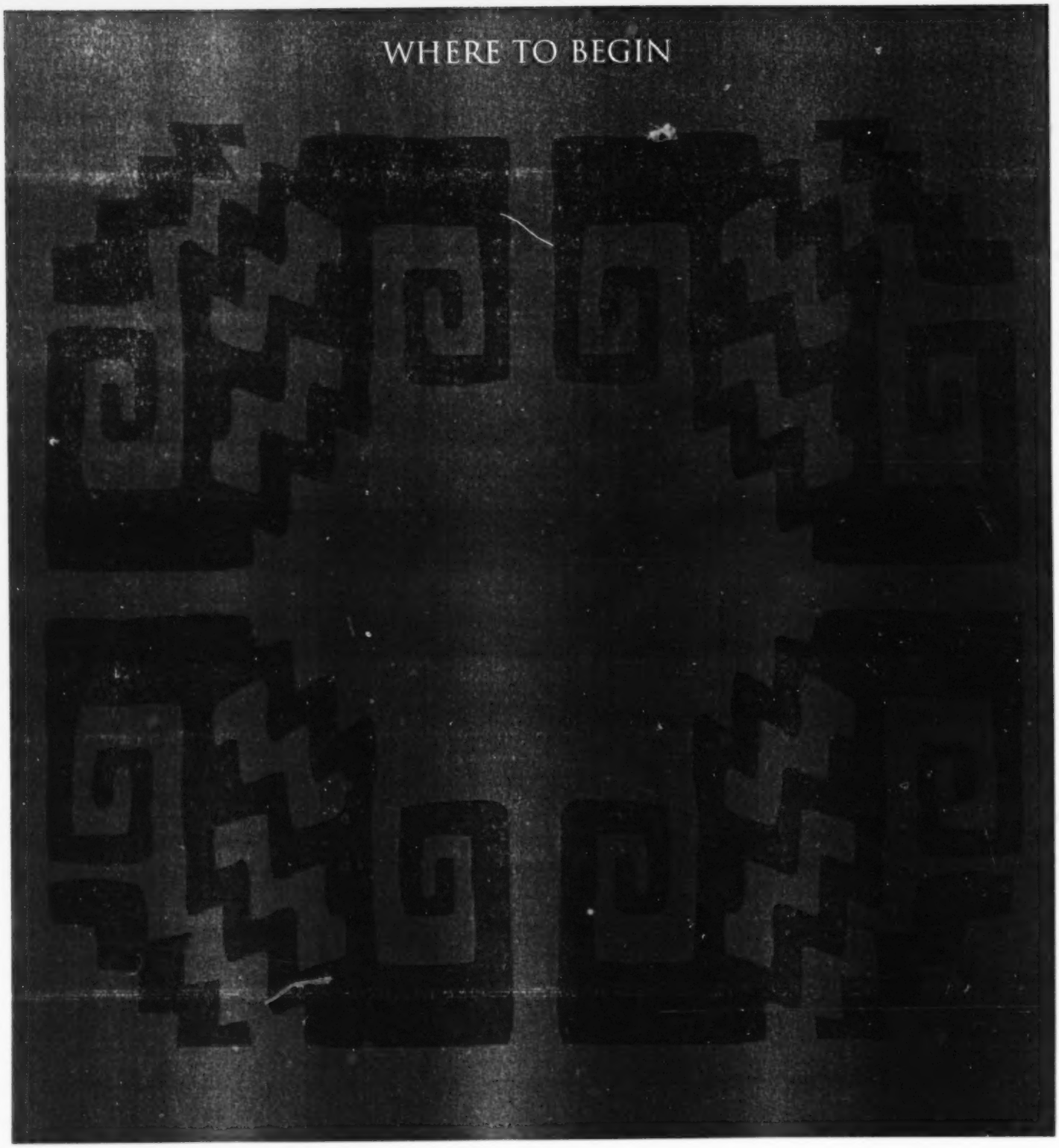
This publication is divided into sections that broadly correspond to phases in the business cycle and to other selected business needs. Each section includes a brief description of services available, along with relevant Web links and, where applicable, telephone numbers. An online version is available at **sab-sea.gc.ca**

For More Information

To find out more about Government of Canada services for Aboriginal businesses:

- Call a **Canada Business Service Centre** (CBSC) at 1 888 576-4444 (TTY: 1 800 457-8466) between 9 a.m. and 5 p.m. (in your time zone). To visit a CBSC office, call to locate the centre nearest you.

- Visit **BusinessGateway.ca** or call 1 888 576-4444 to find out about access to services in your community.


WHERE TO BEGIN

To help you identify which programs and initiatives are most relevant to your plans, consult the services listed below.

Canada Business Service Centres (CBSCs)

Located in each province and territory, CBSCs offer a wide range of information resources on common business topics, such as start-up, export-readiness and applicable regulations. You will also find extensive and helpful material on **BusinessGateway.ca**, the main Government of Canada Web portal for Canadian business.

BusinessGateway.ca

Tel.: 1 888 576-4444 • TTY: 1 800 457-8466

Aboriginal Business Service Network (ABSN)

Tailored to the unique requirements of Aboriginal entrepreneurs -- whether located in urban, rural or remote settings -- ABSN information and advisors facilitate access to business programs, services and regulations.

cbsc.org/absn

Tel.: 1 877 699-5559 • TTY: 1 800 457-8466

Aboriginal Canada Portal

The Aboriginal Canada Portal acts as a single window to many online resources, programs and services. This Web site includes a comprehensive section on business and economic development topics.

aboriginalcanada.gc.ca

Help available in your region

Other organizations in your region can also connect you to a variety of local services and resources. To learn more, see Region-Specific Services in the Financial Advisory Services section (page 26).

CREATING A PLAN FOR YOUR BUSINESS

Every successful business starts with careful planning. Developing a comprehensive business plan can help you achieve your goals. Your business plan should outline the type of business you intend to operate, describe your target market and promotional activities, identify human resources and funding requirements, and forecast expenses and revenues. A well-crafted business plan is often needed to secure financing from banks or government programs. This section provides resources that will help you develop your plan.

Canada Business Service Centres' *Small Business Toolbox*

This online resource has three components:

- **Business Start-Up Assistant** is a Web site organized by subject and province/territory that contains reliable information on a range of topics: business planning, market research, taxation, financing, e-commerce and much more.

- **Interactive Business Planner** is a free, Internet-based application that enables entrepreneurs to prepare three-year business plans for new or existing enterprises.

- The **Online Small Business Workshop** is a self-directed, online learning tool that helps evaluate your proposed or existing operation.

www.cbsc.org

Aboriginal Info-Guide

This online business guide lists programs and services related to a range of topics, such as financial assistance, taxation and regulations. The *Aboriginal Info-Guide* features a variety of sources, including federal, provincial and municipal governments, as well as Aboriginal organizations.

www.cbsc.org

(Click on "Business Information Guides," then from the drop-down menu select a province or territory. From the drop-down menu of business topics, select "Aboriginal.")

Strategis

Strategis is a secure, online resource that provides planning support and includes benchmarking tools and cost calculators that can be customized. Many Industry Canada services, such as filing for a patent, can be completed online through Strategis.

strategis.gc.ca

Journey to Success: Aboriginal Women's Business Planning Guide

This step-by-step guide to entrepreneurship is specifically designed for Aboriginal women who are considering going into business or who have general questions about how to access business opportunities.

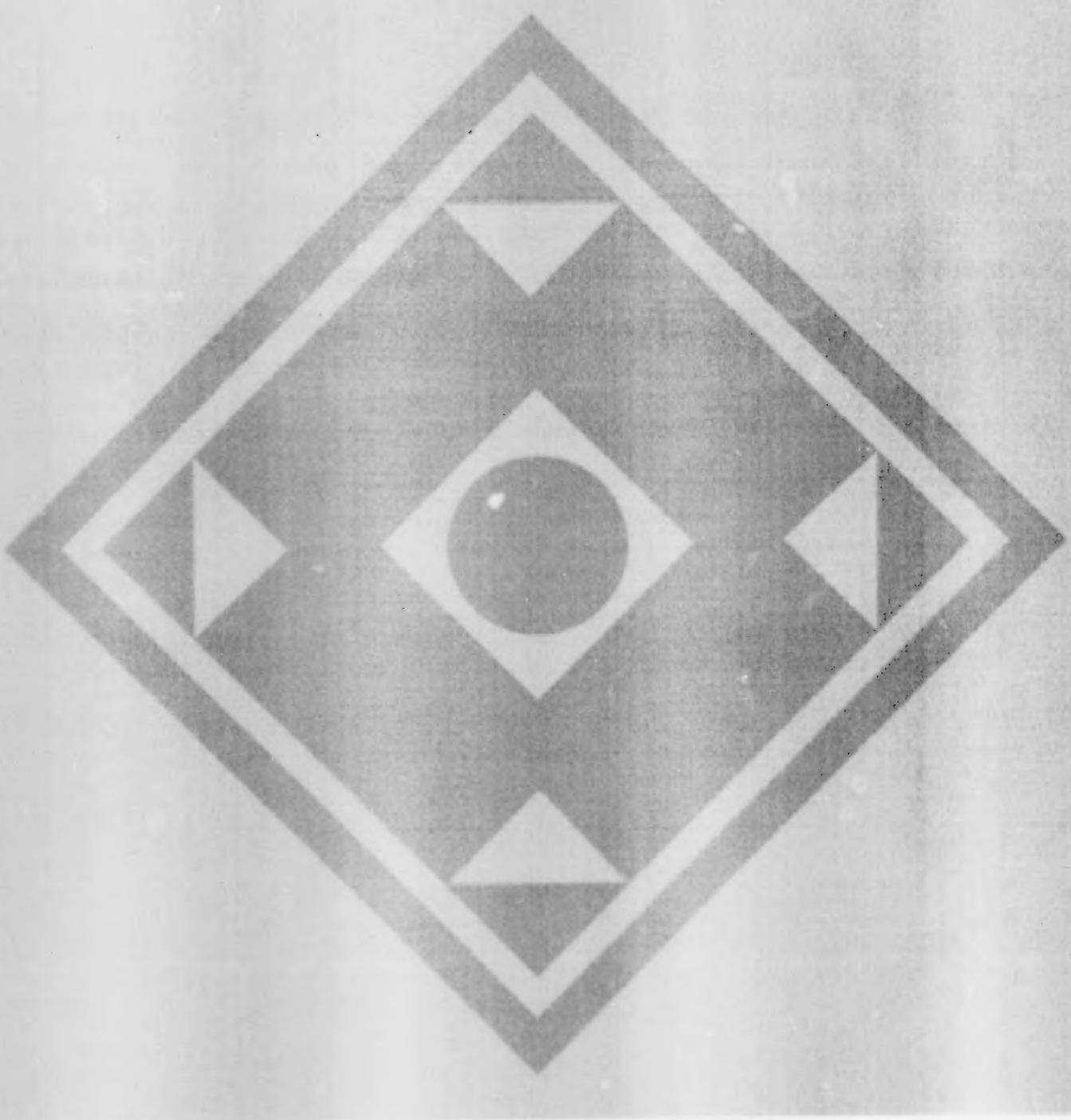
ainc-inac.gc.ca

(Click on "Publications & Research" in the top navigation bar, then click on "Publications," scroll down to "Aboriginal Business" and click on "Journey to Success.")

Financing for business plans

Some programs contribute to the cost of developing a professional business plan. See the Financial and Advisory Services section (page 19).

FINDING OUT ABOUT BUSINESS REGULATIONS



Are you familiar with the laws and regulations that apply to your business? This section lists several resources that can provide legal and regulatory information you need to operate your business successfully.

Canada Revenue Agency

The Canada Revenue Agency provides information on income tax, GST, HST, excise taxes and descriptions of the tax benefits and requirements that apply to all Canadian businesses.

cra-arc.gc.ca

(Under "At a Glance," click on "Businesses.")

Tel.: 1 800 959-5525

The Web page "Information for Status Indians" includes tax-exemption information that may apply to the business income of businesses owned by a status Indian, as well as information on the application and administration of the tax exemption related to GST/HST.

cra-arc.gc.ca

(Click on "Information for Aboriginal peoples" in the right-hand navigation bar, then click on "Status Indians" and "Business Income" in subsequent screens.)

Corporations Canada

When starting a small business, you may want to consider incorporating rather than operating as a sole propietorship or partnership. Corporations Canada can help with this decision by explaining the benefits of federal incorporation, from the protection this provides for one of your company's most valuable assets — its name — to the ease of e-filing.

corporationscanada.ic.gc.ca

Tel.: 1 866 333-5556

Canadian Intellectual Property Office (CIPO)

CIPO provides and administers the intellectual property system in Canada. Intellectual property refers to creations of the mind that have strategic value for a business and that might need protection as assets. Examples are a new product or process, a logo or a song.

CIPO grants and registers ownership of five types of intellectual property: patents, trademarks, copyrights, industrial designs and integrated circuit topographies. CIPO also publishes information about all intellectual property registered in Canada.

cipo.gc.ca

Tel.: (819) 997-1936

Protecting Personal Information From Identity Theft

Identity theft is a growing concern for businesses. By law, businesses must protect the personal information collected from customers and use it only for approved purposes. For information on applicable laws and tips on how to protect client information, visit the Web sites listed below.

Personal Information Protection and Electronic Documents Act (PIPEDA) and applicable laws (Office of the Privacy Commissioner of Canada)

privcom.gc.ca

Tel.: 1 800 282-1376 • TTY: (613) 992-9190

Online E-Security and Privacy Guide

privacyguide.cebi.ca

Protecting your company against identity theft

consumerinformation.ca

Environmental Assessment

Entrepreneurs bear some responsibility for the environmental impacts of starting, operating and expanding their businesses. In certain cases, such as when federal funds are contributed to a new project, when a federal authorization is required, or, where a project is proposed on federal land, a federal environmental assessment must be completed before work can begin. The Canadian Environmental Assessment Agency provides guidance to entrepreneurs concerning the application of the *Canadian Environmental Assessment Act* to a proposed project.

www.ceaa-acee.gc.ca

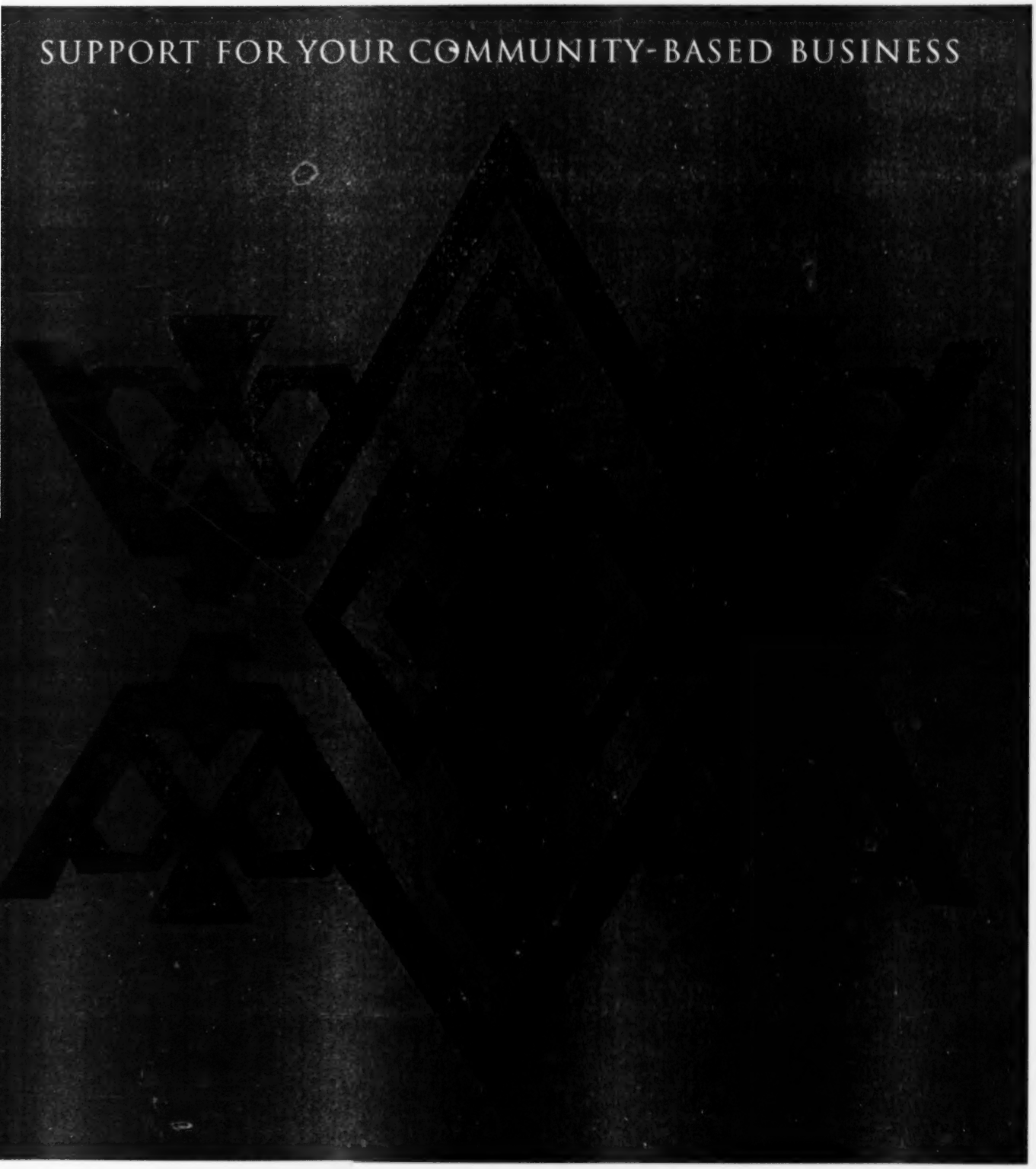
ImportSource.ca

This Web site features information on issues such as customs regulations and trade financing for importers. You can learn more about which records your carrier and vendor are required to maintain, what to expect at the border, how to prepare customs documents and work with a broker, which duties and tariffs will apply, and other requirements.

importsource.ca

Which regulations apply to my business and in my region?

To learn more about the regulations that apply to your business activity, visit **BusinessGateway.ca** and click on "Regulations." To learn about the regulations that apply in your region, visit the Canada Business Service Centres Web site (**www.cbsc.org**) and select your province or territory.


SUPPORT FOR YOUR COMMUNITY-BASED BUSINESS

Several programs promote economic development in communities across Canada by improving access to capital, skills and experience, lands, resources, markets, investment and business partners.

Indian and Northern Affairs Canada (ainc-inac.gc.ca) administers four key programs that address these objectives.

Tel.: 1 800 567-9604 • TTY: 1 866 553-0554

Regional Partnerships Fund

This program invests in infrastructure such as access roads, airstrips, terminals, wharfs and harbours. Funded activities include engineering feasibility and design studies, construction, commissioning and start-up costs.

ainc-inac.gc.ca/ps/ecd

(Under "Economic Development," click on "Programs and Services," scroll down and click on "Regional Partnerships Fund.")

Resource Partnerships Program
This program helps First Nation and Inuit communities secure beneficial working agreements on major resource-development projects. The program contributes to the cost of strategic planning and negotiations needed to conclude these agreements and enhance Aboriginal participation in resource development.

ainc-inac.gc.ca/ps/ecd

(Under "Economic Development," click on "Programs and Services," scroll down and click on "Resource Partnerships Program.")

Resource Access Negotiations Program

This program supports negotiation activities leading to the creation and early implementation of agreements -- other than joint working agreements -- to access business and employment opportunities in major resource projects, attract investment in natural resources on-reserve, access off-reserve natural resources, and manage off-reserve natural resources.

ainc-inac.gc.ca/ps/ecd

(Under "Economic Development," click on "Programs and Services," scroll down and click on "Resource Access Negotiations Program.")

Community Economic Development Program

This program contributes to the establishment and operation of 505 Community Economic Development Organizations across Canada. These organizations provide a range of planning, financial and training services to Tribal councils, First Nations and Inuit communities.

ainc-inac.gc.ca/ps/ecd

(Under "Economic Development," click on "Programs and Services," scroll down and click on "Community Economic Development Program.")

Aboriginal Business Canada (ABC)

In addition to other activities, ABC provides contributions for the start-up and expansion of eligible community-owned businesses. See the Financial and Advisory Services section (page 19) for more details.

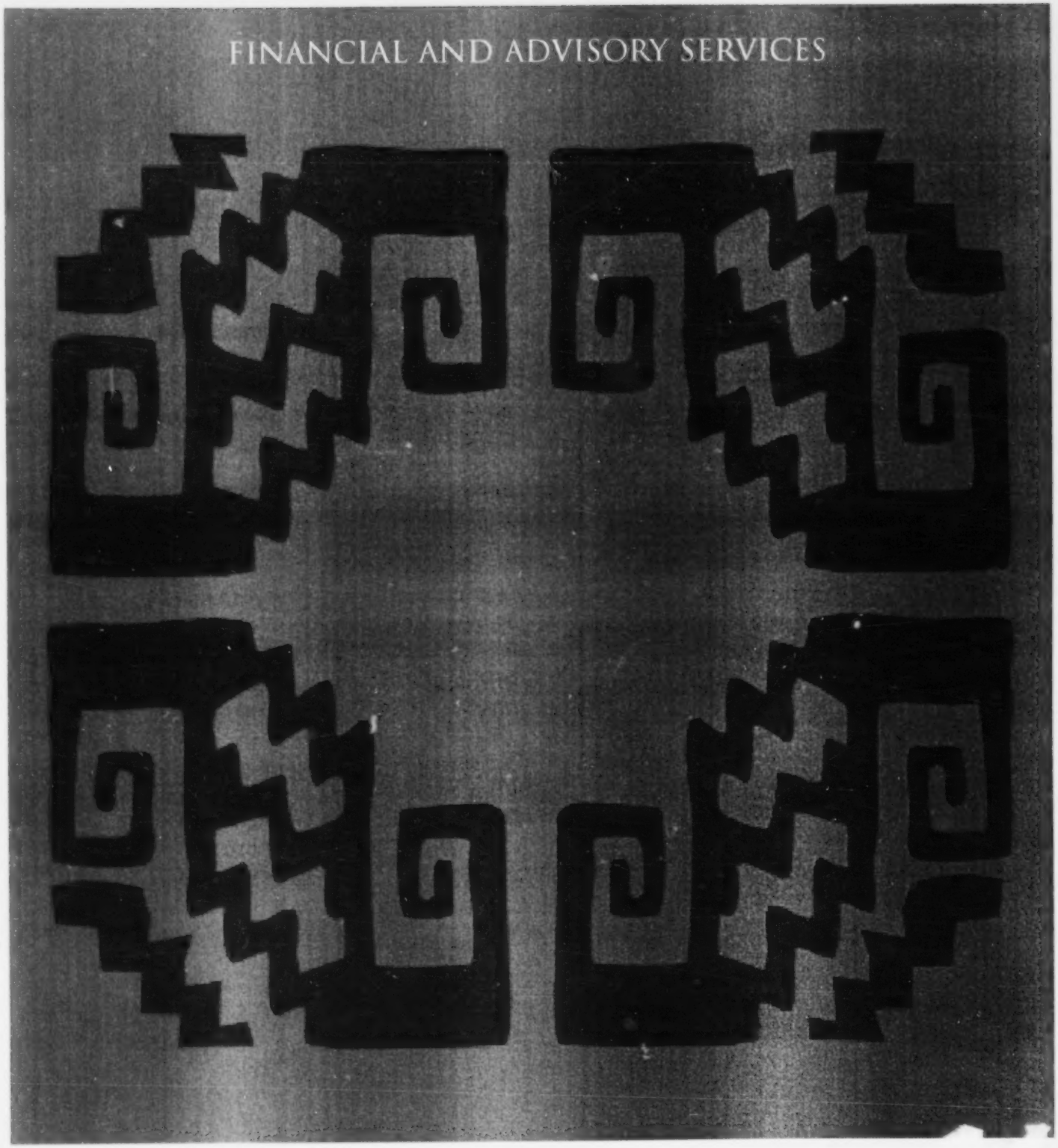
abc-eac.ic.gc.ca

Community Investment Support Program

This cost-shared program helps communities develop the capability to attract, retain and expand foreign direct investment. It supports up to 50 percent of eligible activities for projects that are part of a comprehensive business plan.

cisp.gc.ca

Tel.: 1 800 328-6189


FINANCIAL AND ADVISORY SERVICES

Do you need help to start or expand a business or implement a community-based commercial project? The Government of Canada offers a variety of programs and initiatives that provide financial support and advisory services to Aboriginal entrepreneurs, organizations and communities.

Aboriginal Business Canada (ABC)

This Industry Canada program supports the development of Aboriginal businesses and improves their competitiveness in domestic and international markets. ABC provides financial assistance and advisory services to eligible First Nation, Métis and Inuit entrepreneurs, businesses, and Aboriginal financial and business organizations in all parts of Canada.

ABC offers support for a range of activities, including business planning, start-up, expansion and marketing. Particular emphasis is placed on innovation, trade and market expansion, tourism, youth entrepreneurship development, and strengthened Aboriginal financial and business organizations. Funding is most often provided in the form of non-repayable contributions; however, each arrangement is assessed against criteria on an individual basis.

abc-eac.ic.gc.ca

Indian and Northern Affairs Canada (INAC) — Equity Programs

INAC's equity programs include the Economic Development Opportunity Fund, the Resource Acquisition Initiative and the Major Business Projects Program. These programs provide financial assistance in the form of matching equity funds. This helps entrepreneurs to secure conventional debt financing for business start-ups, expansions and acquisitions. First Nation, Inuit and Innu businesses receive the funding through their Community Economic Development Organization.

ainc-inac.gc.ca/ps/ecd

(Under "Economic Development," click on "Programs and Services," scroll down and click on "Equity Programs.")

Tel.: 1 800 567-9604 • TTY: 1 866 553-0554

Business Development Bank of Canada (BDC)

BDC provides flexible financing, venture capital and affordable consulting services to small and medium-sized businesses at every stage of growth. BDC offers financing to Aboriginal businesses on- or off-reserve through its Growth Capital for Aboriginal Business program, which makes financing available for fixed assets (land, buildings and equipment), franchising fees, start-up costs or replenishing working capital. Up to $25 000 is available for start-up businesses, and up to $100 000 is available for existing businesses. BDC also partners with Aboriginal community-based organizations to deliver lending services, management training and mentorship support.

bdc.ca

Tel.: 1 888 463-6232

Canada Small Business Financing Program

This program helps to finance the establishment, expansion, modernization or improvement of businesses by providing access to term loans and capital leases of up to $250 000. Contact your financial institution or a participating leasing company, or contact the program directly.

strategis.gc.ca/csbfa

Tel.: (613) 954-5540

Canadian International Development Agency (CIDA) Industrial Cooperation Program

This program provides funding and advice to Canadian firms planning sustainable business activities in developing countries.

www.acdi-cida.gc.ca/inc

Tel.: 1 800 230-6349 • TTY: 1 800 331-5018

CIDA's Indigenous Peoples Partnership Programme (IPPP)

This program fosters sustainable development for indigenous peoples of Latin America, by facilitating effective partnerships between Canadian Aboriginal organizations and their counterparts in Latin America.

www.acdi-cida.gc.ca/ippp

Tel.: 1 800 230-6349 • TTY: 1 800 331-5018

National Research Council's
Industrial Research Assistance Program (NRC-IRAP)

NRC-IRAP provides a range of technological and business advice and financial assistance to Canadian small and medium-sized businesses to support research and development, commercialization of new products and processes, and expansion into new markets. IRAP and **Technology Partnerships Canada** are also working together to support innovative small and medium-sized enterprises with repayable contributions that encourage high-technology development.

irap-pari.nrc-cnrc.gc.ca

(For specific information, click on "How IRAP can help you innovate," then select "Financial Assistance" and "IRAP/Technology Partnerships Canada (TPC) Funding" in subsequent screens.)

tpc-ptc.ic.gc.ca

Tel.: 1 877 994-4727

For information on export financing,
see the Expanding Into New Markets section (page 35).

Community Futures Development Corporations (CFDCs)

This programming helps rural communities to develop and diversify local economies by supporting a network of over 260 locally controlled CFDCs. Many CFDCs are operated by Aboriginal people, and are located in Aboriginal communities. In Atlantic Canada, CFDCs are also known as Community Business Development Corporations; in Quebec they are called Sociétés d'aide au développement des collectivités.

All of these corporations deliver a similar variety of services, including:

- loans, loan guarantees and equity investments for business start-up, expansion, or stabilization;
- technical advice, counselling, information and referrals; and
- development and implementation of strategic community economic plans.

communityfutures.ca

Aboriginal Capital Corporations

Operating in partnership with the Government of Canada, this national network of more than 30 Aboriginally owned and operated financial institutions provides loans and financial services to Aboriginal entrepreneurs.

abc-eac.ic.gc.ca

(Click on "Access to Business Financing"
and select "Other Information and Organizations.")

Region-Specific Services

A number of departments and agencies work with public and private sector partners, including the Aboriginal private sector, to foster long-term economic growth and job creation in Canada's regions.

Atlantic Canada Opportunities Agency (ACOA)

ACOA's business and economic development programs are available to Aboriginal individuals and communities throughout Atlantic Canada. ACOA provides loans for small and medium-sized businesses and young

entrepreneurs through its Business Development Program and Young Entrepreneurs ConneXion. It offers venture capital to growth-oriented firms and support for community projects. ACOA also establishes strategic partnerships and joint initiatives to further Aboriginal economic development.

www.acoa.ca

Tel.: 1 800 561-7862 • TTY: (506) 857-3540

Canada Economic Development for Quebec Regions (CED)

CED promotes job creation and long-term economic development in the regions of Quebec. Through the IDEA-SME Program, CED finances innovation, research and development, design, market development and entrepreneurship. Its Regional Strategic Initiatives (RSI) Program provides funding for major projects or smaller scale initiatives. Support is adapted to local needs and priorities, as defined by the stakeholders themselves. RSI programming is established and delivered by individual CED business offices.

www.ced.gc.ca

(Click on "Programs" and follow the "IDEA-SME" link.)

Tel.: (514) 283-6412

Federal Economic Development Initiative for Northern Ontario (FedNor)

Through a number of programs, including the Community Futures Program, FedNor participates in collaborative initiatives to improve access to capital and business services for Northern Ontario's Aboriginal entrepreneurs and organizations. By contributing to Aboriginal projects related to telecommunications networks, Aboriginal health centres, educational facilities and other community infrastructure, FedNor continues to strengthen Aboriginal communities. The agency's Northern Ontario Development Program promotes economic growth throughout the region.

fednor.ic.gc.ca

Tel.: 1 877 333-6673

Western Economic Diversification Canada (WD)

With programs and services that support innovation, entrepreneurship and sustainable communities, WD strengthens the economy of Western Canada and advances its interests in national economic policy.

Although direct funding to businesses is not available, WD works in partnership with other governments and private sector financial institutions to support a range of funding programs, including sector-specific loans and microloans.

WD also funds the Western Canada Business Service Network, which offers over 100 points of service across the West – including Community Futures Development Corporations and Canada Business Service Centres. Support is also available for businesses looking to export, through WD's International Trade Personnel Program, and the adoption of new technologies is encouraged through WD's First Jobs in Science and Technology Program. Business organizations can receive support through WD's Conference Support Program. Community-based economic development projects are also funded.

wd.gc.ca

(See "Business Development Programs" under "WD Programs.")

Tel.: 1 888 338-WEST (9378)

(Western Canada only)

Northern Regions

A number of the programs, services and information resources for entrepreneurs and organizations described in this publication are available to Aboriginal businesses in Nunavut, the Northwest Territories and Yukon Territory. As well, there are Canada Business Service Centres located in each territory.

BusinessGateway.ca

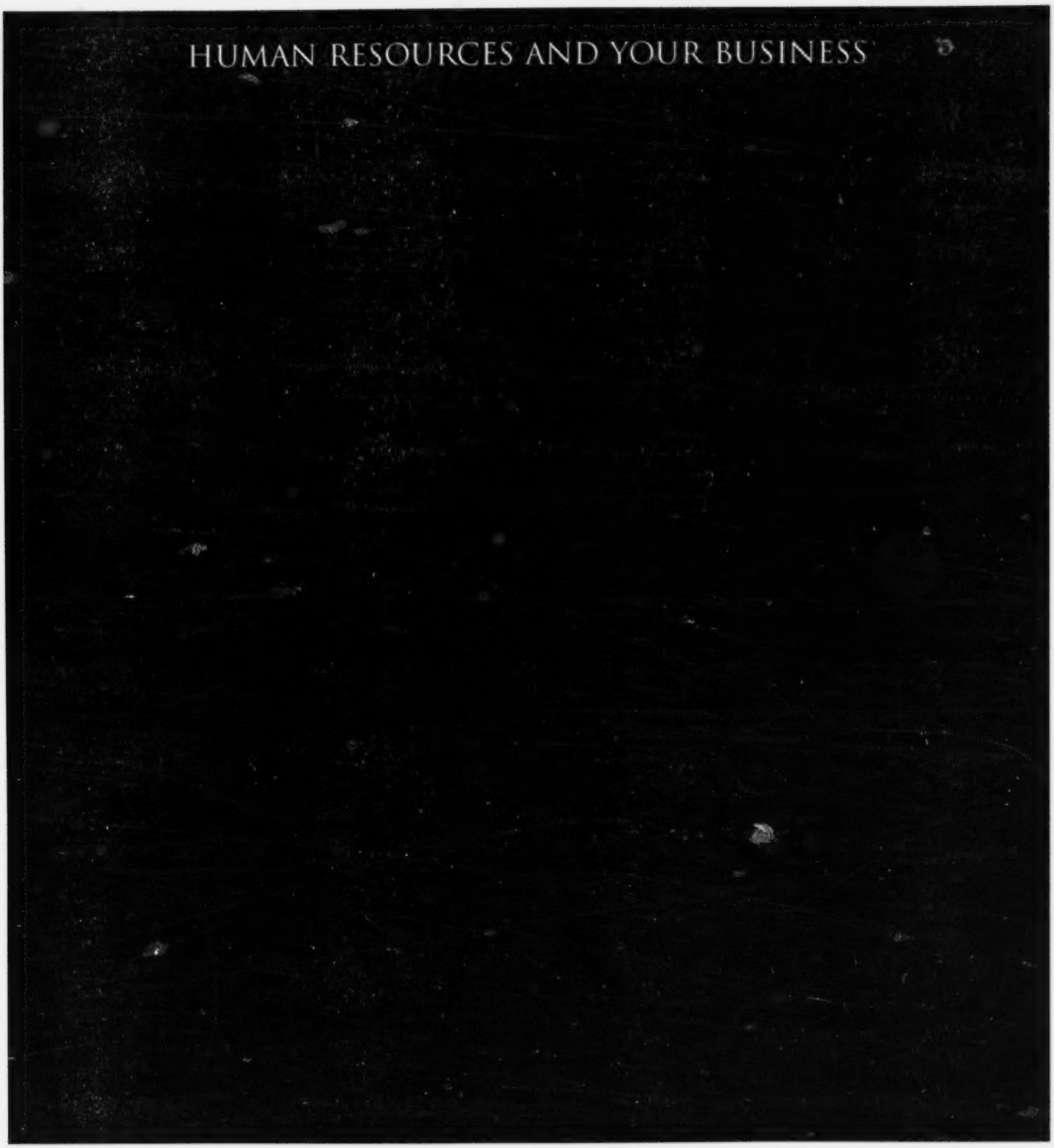
Moreover, **Indian and Northern Affairs Canada (INAC)** has the regional development mandate for the North, and currently offers targeted programming focused on innovation and knowledge. Working with key economic players in the North, and the territorial governments, INAC is developing a new regional economic development program for 2005 that will also be available to Aboriginal northerners. INAC's unique federal responsibilities for the sustainable development of the North means it is also committed to working with First Nations, Métis and Inuit people living in these regions to facilitate participation and opportunities in resource development.

ainc-inac.gc.ca

Looking for other financial support?

BusinessGateway.ca provides access to a number of valuable resources. The Sources of Financing Web database is another useful online tool. It contains an extensive directory of service providers in Canada, a powerful search engine and tips on how to secure financing.

strategis.gc.ca/sources


HUMAN RESOURCES AND YOUR BUSINESS

Do you need advice or support to hire, train and retain talented employees? This section provides links to programs that develop skills among Aboriginal workers and connect employers with Aboriginal job seekers.

Human Resources and Skills Development Canada (HRSDC)

Businesses can access a variety of information and services on human resources management, labour and workplace regulations, and training and funding programs, as well as partnership initiatives.

www.hrsdc.gc.ca

(From the main page, click on "Services for BUSINESS.")

HRSDC also manages programs specifically intended for Aboriginal people, such as:

Aboriginal Human Resources Development Strategy (AHRDS)

Under the AHRDS, Aboriginal organizations design and deliver training and employment services to meet the unique needs of their communities. Through partnerships established with businesses, educational institutions and government, they increase job opportunities for Aboriginal people across Canada.

www17.hrdc-drhc.gc.ca

Aboriginal Skills and Employment Partnership Program (ASEP)

This program's objective is the employment of Aboriginal people in large economic development projects, such as in the mining, hydroelectric, and oil and gas sectors. ASEP funding proposals can be submitted by a partnership consortium, which can include an Aboriginal group, a province and/or territory, learning institutions, sector councils, labour, and other federal departments and agencies.

www17.hrdc-drhc.gc.ca

(Click on "ASEP" in the left-hand navigation bar.)

Aboriginal Workforce Participation Initiative (AWPI)

AWPI promotes the hiring of Aboriginal employees to business and other employers, and organizes activities that help to increase Aboriginal participation in the Canadian workforce.

ainc-inac.gc.ca/ai/awpi

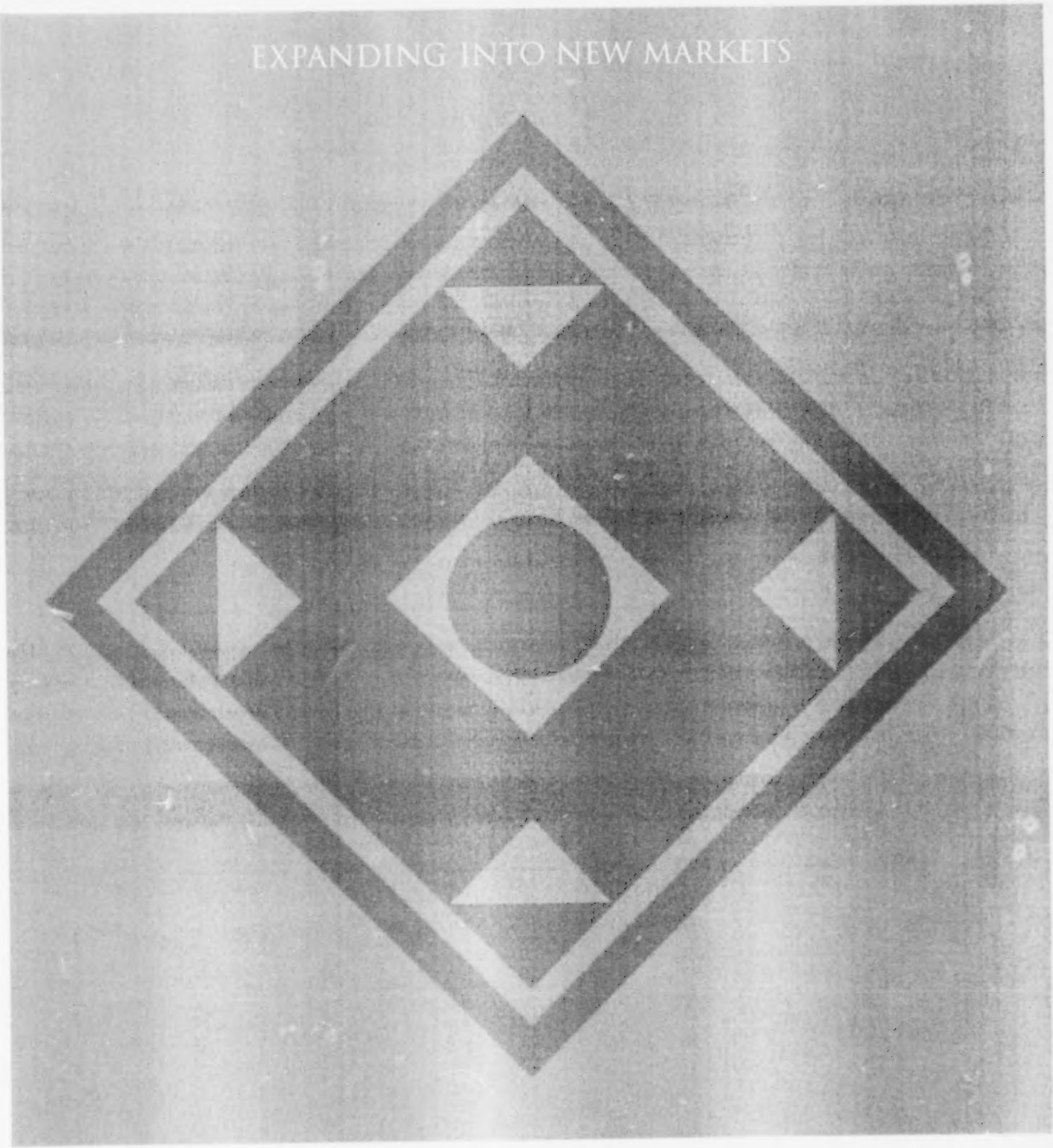
SkillNet.ca

This is an online tool that features links to a comprehensive network of employment-related Web sites, and includes CareerPLACE, a recruitment service for both Aboriginal job seekers and employers. Job seekers post resumés on CareerPLACE, enabling employers to identify candidates.

skillnet.ca

Tel.: 1 800 575-9200

EXPANDING INTO NEW MARKETS



Are you considering expanding into other markets in Canada or abroad? Do you need information, market research or other assistance with this business strategy? The Government of Canada provides a variety of services to help businesses develop new markets and improve competitiveness.

ExportSource.ca

This Web site is Canada's most comprehensive source of information and practical tools for new and experienced exporters. The site is also the gateway to Team Canada Inc, a network of federal, provincial, territorial and other partners that help Canadian businesses succeed in foreign markets.

exportsource.ca

Team Canada Inc (TCI)

TCI offers a range of guides and tools to help businesses become export-ready, including:

- *Roadmap to Exporting* — to provide a list of exporting services (**exportsource.ca/roadmap**)

- Export Diagnostic — to help evaluate a company's export-readiness and provide useful feedback on areas for potential improvement (**exportsource.ca/diagnostic**)

- *Step-by-Step Guide to Exporting* — to walk businesses through the exporting process (**exportsource.ca/stepbystep**)

- Going Global Workshops — to provide half-day workshops that help entrepreneurs acquire exporting skills (**goingglobal.ca**)

Export Information Service

TCI operates a toll-free hotline staffed by specialists who can direct you to the services, programs and information resources available in your region.

Tel.: 1 888 811-1119

Aboriginal Planet Business Centre

Find the information and support you need to take your products and services to the world. The Aboriginal Planet Business Centre Web site has information on exporting for small and medium-sized Aboriginal businesses, and houses the *Aboriginal Exporters Directory*.

aboriginalplanet.ca

Canada's Virtual Aboriginal Trade Show

This is an interactive, online tool that promotes export-ready Aboriginal firms to audiences around the world, particularly in the cultural, environmental, natural resources and agri-food sectors.

vats.ca

International Trade Canada (ITCan)/ Canadian Trade Commissioner Service (CTCS)

As part of International Trade Canada, the Canadian Trade Commissioner Service is a network of more than 900 trade commissioners working in Canada and abroad who offer a range of services to Canadian companies that have already researched and selected their target market.

In Canada, trade commissioners working in regional offices provide practical advice on marketing strategies and up-to-date market and sector information to help Canadian companies export.

Trade commissioners working in embassies, high commissions and consulates around the world provide in-market assistance to Canadian companies in the development of their international business, including assessing export potential, identifying key foreign contacts, and providing advice and market intelligence.

Visit the following Web site to register with the Canadian Trade Commissioner Service for a Virtual Trade Commissioner, a personalized Web page containing market reports, business leads, relevant news and information on trade events. Market reports and contact information for the network of trade commissioners in Canada and abroad is also available.

infoexport.gc.ca

Regional Trade Networks (RTNs)

RTNs are local partnerships that include representatives of multiple levels of government, industry associations and private sector companies interested in helping local businesses export successfully.

exportsource.ca/rtn

International Trade Training Programs

Many Canadian colleges and universities offer training programs in international trade, such as the Forum for International Trade Training's FITTskills. FITTskills is also available online.

www.fitt.ca

Tel.: 1 800 561-FITT (3488)

Trade and Market Expansion Support from Aboriginal Business Canada (ABC)

Among its other roles, ABC provides financial assistance to eligible businesses seeking to expand their markets. For help in growing existing markets, funding may be available to cover the cost of marketing, financial and business services. To facilitate expansion into new domestic and foreign markets, additional funding may be available for capital costs.

abc-eac.ic.gc.ca

Canadian Commercial Corporation (CCC)

The CCC offers Canadian exporters unique business solutions to access government procurement markets worldwide, and export-contracting expertise. From business leads to contract negotiations and contract management, the CCC works with Canadian companies to close export sales on the best possible terms and conditions.

ccc.ca

Tel.: 1 800 748-8191

Export Development Canada (EDC)

EDC provides an array of valuable services to Canadian exporters, such as financing, insurance and market expertise. EDC enables exporters to provide competitive repayment terms to buyers, expand to new markets, and increase access to working capital.

edc.ca

Tel.: 1 866 283-2957 • TTY: 1 866 574-0451

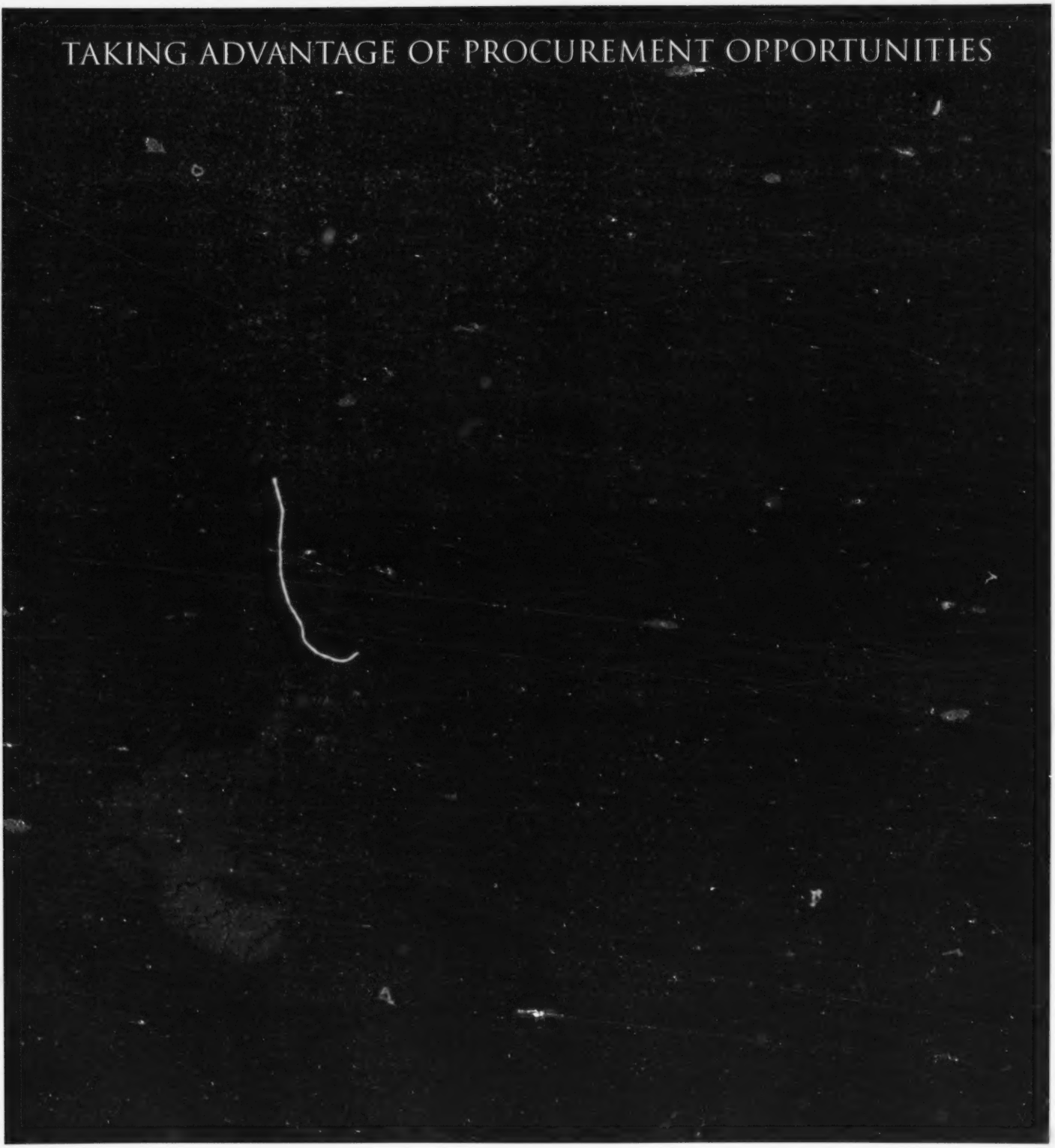
Looking for other export financing?

Team Canada Inc has developed a guide to export financing (*Introduction to Export Finance: Guide for Canadian Exporters*). It lists all the key steps you need to consider to finance your export venture, as well as government sources of export financing.

exportsource.ca/finance

Tel.: 1 888 811-1119

TAKING ADVANTAGE OF PROCUREMENT OPPORTUNITIES



Does your firm do business with government or large corporations? This section includes links to information you need to bid successfully on government and other contracts.

Public Works and Government Services Canada (PWGSC)

The Government of Canada buys about $13 billion worth of goods and services each year from thousands of suppliers, including Aboriginal suppliers. PWGSC is the federal government's primary purchasing agency.

pwgsc-tpsgc.gc.ca

Contracts Canada

Contracts Canada is an interdepartmental initiative that improves awareness of and access to purchasing information -- for suppliers and buyers. The Contracts Canada Web site includes information on purchasing practices and contracting opportunities, and lists key contacts.

contractscanada.gc.ca

(Click on "Businesses" in the top navigation bar.)

Tel.: 1 800 811-1148

Government Electronic Tendering Service (GETS)/MERX™

GETS is an online system that advertises contracting opportunities. Operated by an independent contractor, the system is better known as MERX™.

contractscanada.gc.ca

(Click on "Businesses" in the top navigation bar, then click on "Electronic Tendering Service" at left.)

www.merx.com

Tel.: 1 800 964-MERX (6379)

Procurement Strategy for Aboriginal Business (PSAB)

PSAB increases the opportunities for Aboriginal firms to compete for and secure contracts from government departments and agencies. Under the strategy, many government contracts are open only to qualified Aboriginal businesses. The PSAB Web site includes training software on federal contracting and procurement processes, and on effective marketing practices.

ainc-inac.gc.ca/saea-psab

Tel.: 1 800 400-7677 • TTY: 1 866 563-0554

SourceCAN

This Web-based tool matches Canadian products and services with thousands of business opportunities posted by domestic and foreign corporations and governments. SourceCAN's secure site enables Canadian companies to source bids, post opportunities and pursue partnerships.

sourcecan.ca

Tel.: 1 866 850-2383

Aboriginal Contract Guarantee Instrument (ACGI)

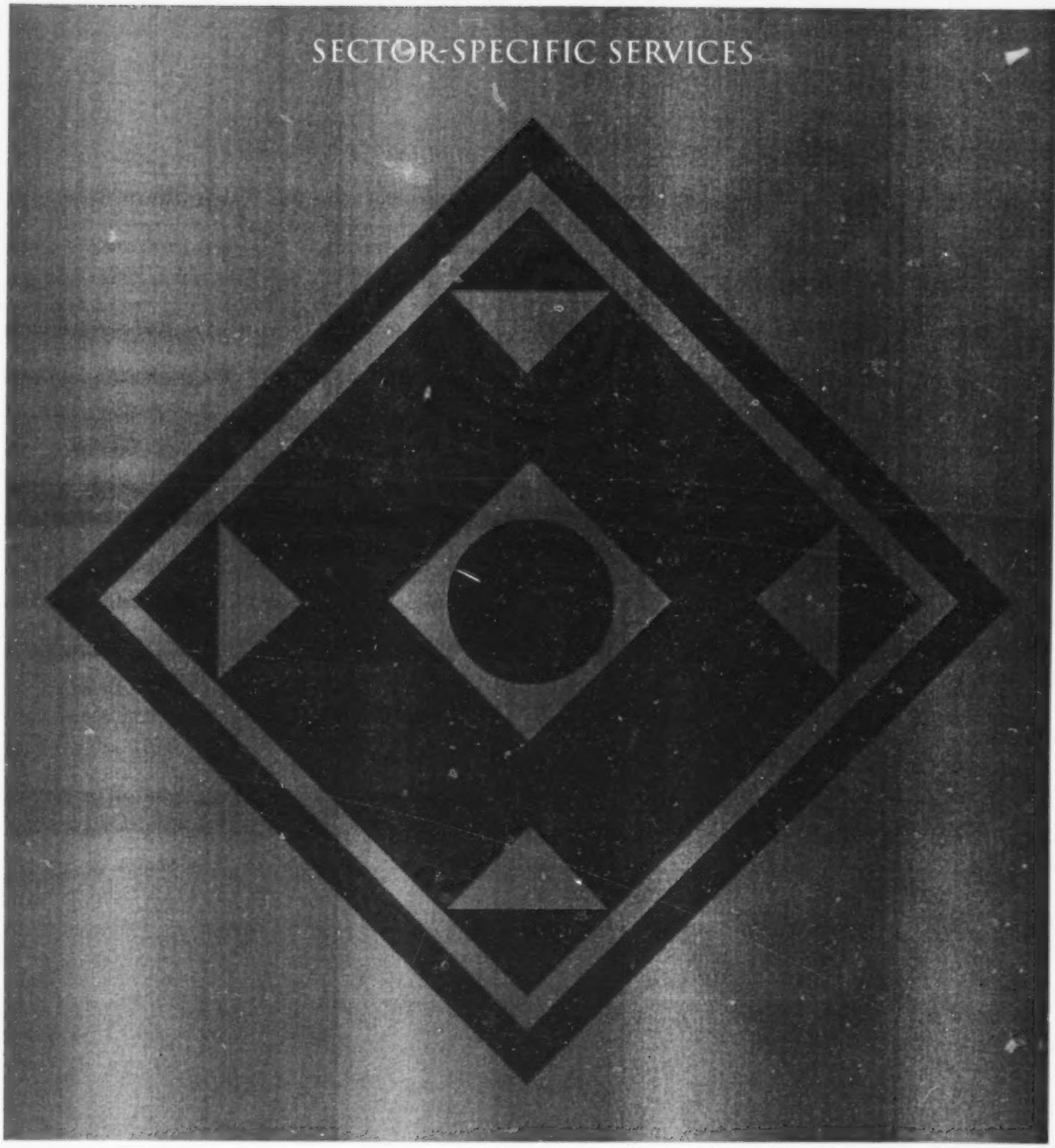
ACGI provides products and services to assist qualified Aboriginal contractors in obtaining the surety-bonding that is often required by private and public sector organizations when awarding contracts.

ainc-inac.gc.ca/ps/ecd

(Under "Economic Development," click on "Programs and Services," then scroll down and click on "Aboriginal Contract Guarantee Instrument (ACGI)".)

Tel.: 1 800 567-9604 • TTY: 1 866 553-0554

SECTOR-SPECIFIC SERVICES



Aboriginal businesses operate in every sector of the Canadian economy. This section includes information about specific initiatives related to some of these sectors. For others that may also be available, call a Canada Business Service Centre at 1 888 576-4444 (TTY: 1 800 457-8466) or visit **BusinessGateway.ca**

Agriculture and Agri-Food Canada (AAFC)

Businesses operating in agriculture or agri-food industries can benefit from extensive information and other services available through AAFC. Information on markets and regulations, and financial support for farming and the marketing/distribution of food products in Canada and abroad are examples. AAFC also supports the Aboriginal Farm Business Management Pilot Program, available to First Nations people in Ontario.

agr.gc.ca

Tel.: (613) 759-1000 • TTY: (613) 759-7470

Telefilm Canada's Aboriginal-Language Productions

Through this fund, Telefilm Canada supports the development and production of Aboriginal-language television programming.

www.telefilm.gc.ca

(Click on "Fund and Programs" and select "Canadian Television Fund – EIP." Then click beside "Special Initiatives Stream – Aboriginal-Language Productions.")

Tel.: 1 800 567-0890

Canadian Heritage Financial Support Programming

The Department of Canadian Heritage offers a number of programs that support the arts and cultural industries. Consult the *Guide to Canadian Heritage Financial Support Programs.*

pch.gc.ca/pc-ch/pubs/2004/index_e.cfm

Tel.: 1 866 811-0055 • TTY: (819) 997-3123

Indian and Inuit Art Centres — Acquisition and Exhibition Program

This program gives Aboriginal artists a chance to exhibit and sell their works. It also assists in providing an exhibition history that is needed when applying for financing or for grants from arts funding groups.

ainc-inac.gc.ca/ch

(Click on "Indian and Inuit Art.")

Tel.: (819) 994-1264

Trade Routes

This program helps cultural and arts enterprises and non-profit organizations pursue business development opportunities in international markets. A range of services and support, including financing, is available.

pch.gc.ca/index_e.cfm

(Click on "International" in the subject area on the left, then click on "Trade and Investment" and "Trade Routes Program" in subsequent screens.)

Tel.: 1 866 999-7233

Aboriginal Fisheries Strategy (AFS)

AFS supports the effective management of Aboriginal fisheries in a manner consistent with the Supreme Court of Canada's Sparrow decision. Under the strategy, the Department negotiates agreements and funds Aboriginal fisheries projects in order to improve the fisheries management skills and capacity of Aboriginal groups, as well as to provide commercial fishing opportunities, vessels and fishing gear.

www.dfo-mpo.gc.ca

(Click on "Fisheries and Aquaculture Management" in the left-hand navigation bar, then click on the subsequent "Aboriginal Policy & Governance" and "Aboriginal Fisheries Strategy" links.)

Aboriginal Aquatic Resource and Oceans Management Program (AAROM)

AAROM funds the establishment of resource management bodies with the scientific and technical expertise that assists Aboriginal people to play a larger role in fisheries and oceans management.

www.dfo-mpo.gc.ca

(Click on "Fisheries and Aquaculture Management" in the left-hand navigation bar, then click on "Aboriginal Policy & Governance.")

Tel.: (613) 993-0999 • TTY: (613) 941-6517

First Nations Forestry Program

This program helps First Nations take advantage of opportunities in the forestry sector by fostering effective management and planning practices, and promoting skills development, technology transfer, and business planning.

fnfp.gc.ca

Natural Resources Canada — Minerals and Metals Sector

Businesses seeking opportunities in the mining industry will find information on markets, regulations and initiatives on Natural Resource Canada's Minerals and Metals Sector Web site.

nrcan-rncan.gc.ca/mms

(Click on "Business and Industry" in the left-hand navigation bar.)

Industry Canada's Aboriginal Business Canada (ABC) Program and Indian and Northern Affairs Canada (INAC)

ABC and INAC provide financial support to help eligible entrepreneurs take advantage of business opportunities linked to certain sector-specific major developments. See the Financial and Advisory Services section (page 19).

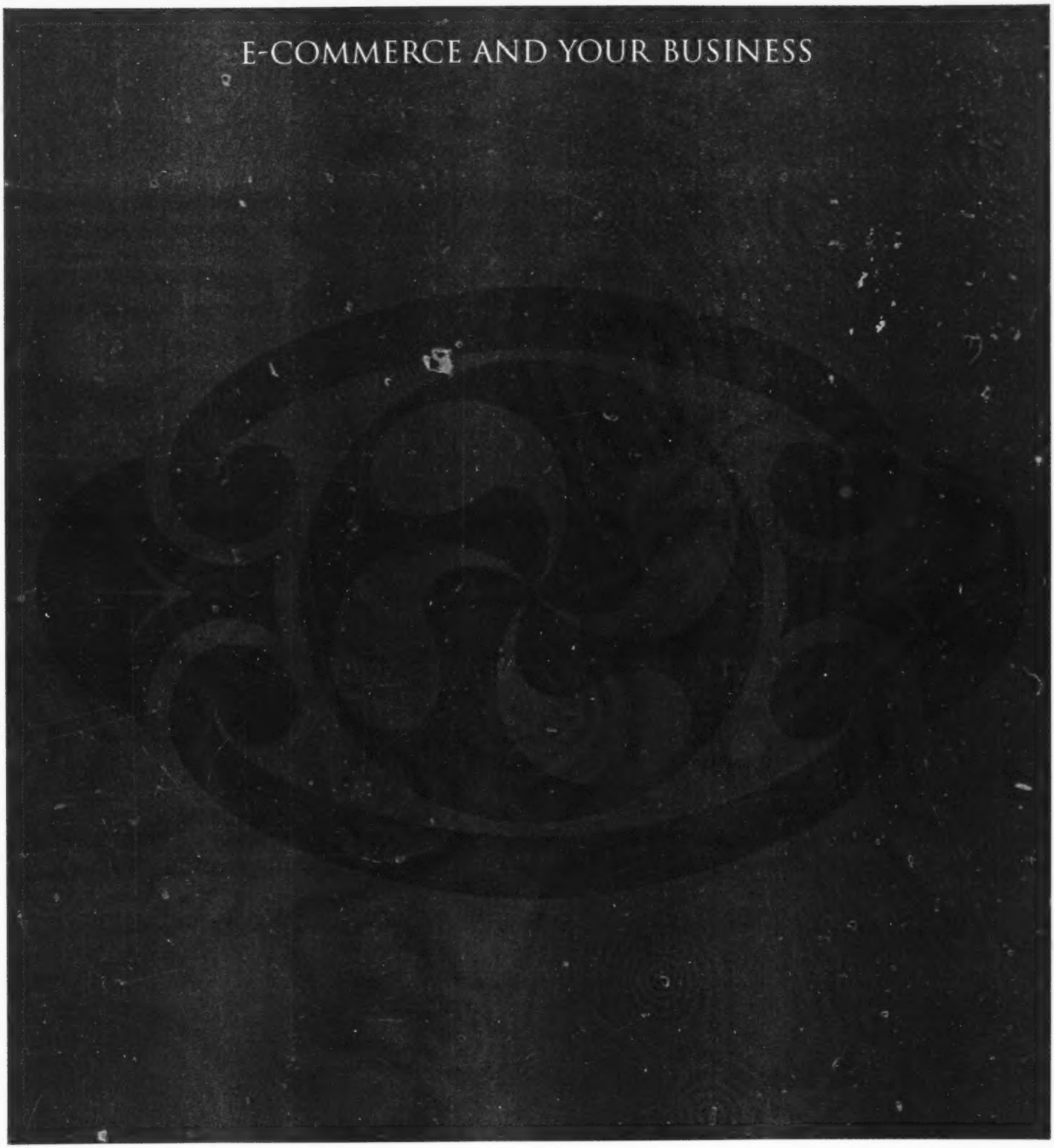
Canadian Tourism Commission (CTC)

The CTC works with the tourism industry and private and public sector partners to market Canada as a four-season destination. This includes partnering with businesses and organizations to develop strategies and conduct research that will benefit the Aboriginal tourism industry. Visit the CTC Web site for information on products, markets and research.

www.canadatourism.com

Tel.: (613) 946-1000

E-COMMERCE AND YOUR BUSINESS



Is your business online? Do you use the Internet to promote your business or to sell your products and services? This section lists resources that may help you, and describes initiatives that improve Internet access in Aboriginal and Northern communities.

ebiz.enable
This easy-to-use Web site presents a series of solutions to e-commerce problems often encountered by small and medium-sized businesses.

strategis.gc.ca/ebizenable

Canada Business Service Centres (CBSCs)

The CBSC Web site has popular tools to help entrepreneurs become more familiar with the basics of e-business:

- *Doing Business on the Internet* is a fact sheet that provides information on the Internet as a useful tool for research, networking and advertising. Some definitions of terms related to the Internet are also offered.

- *E-Business Info-Guide* can help entrepreneurs navigate through the different government programs, services and regulations that could apply to businesses that are exploring electronic commerce.

- *E-Commerce — Exploring Your Options* is a fact sheet that offers various options available to entrepreneurs on electronic commerce. Some definitions on the subject are also included.

www.cbsc.org

(Select "Popular Business Topics" from the main menu and click on "E-business.")

National Satellite Initiative

This initiative assists Northern and isolated communities in gaining more affordable access to broadband Internet services via satellite.

broadband.gc.ca

(Click on "The Programs" in the left-hand navigation bar, then click on "National Satellite Initiative.")

Tel.: 1 800 575-9200

Whether you read this publication cover to cover or consult only specific sections, we hope that *Services for Aboriginal Businesses* will be valuable to you as an ongoing business reference. Please keep it handy.

If you would like to access an online version, please visit **sab-sea.gc.ca**

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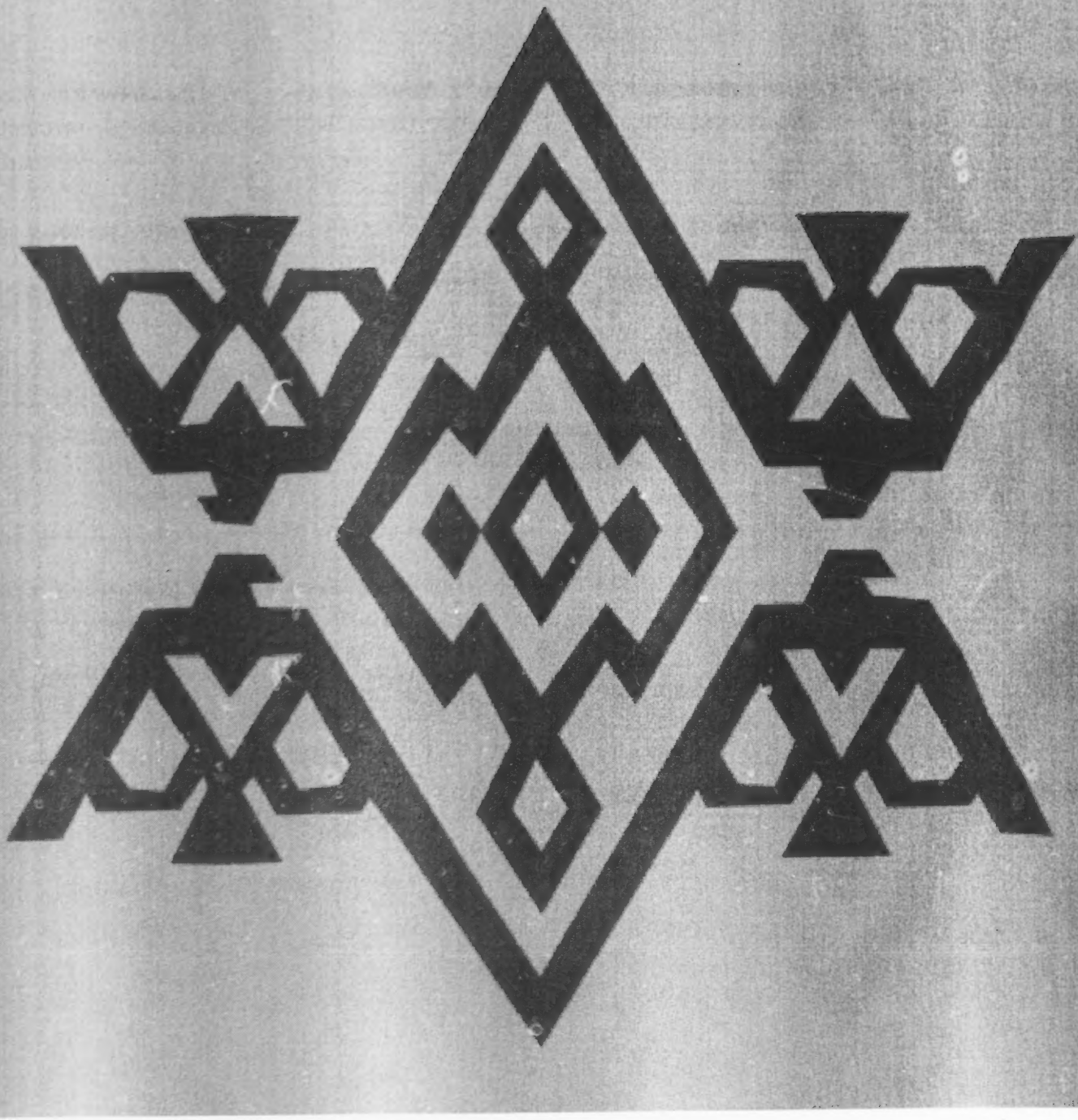

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